

CAREER OF PETER FLINT

*of Salesmanship by
World Whitehead*
(Copyright)

which will ensure your business
in buying, selling, advertising and
financing. All your questions clearly and
concisely answered. Every letter
must be signed to all inquiries,
and no correspondence
will be acknowledged.

Other questions will be answered
in the most interesting problems
will be woven into the story of
the day.

XXXXX

You remember my telling you
a time ago I answered an ad
for agents to sell a kitchen.
Well, they have written me about
it times, but nothing doing for
they wanted me to come across
so backs. Rogers was right when
it was a skin game.

I got this letter from the Alas-
Folding Bath Company, a concern
I heard of before:

I have had investigators for some
in Massachusetts looking over the
and finding for us young men auto-
to hold the exclusive agency for
folding bath.

One of our investigators has been
you for some time and reports
that you would make an admirable
for us.

concern of our standing is natural-
ly careful who they have to rep-
resent them, especially as we trust them
with the goods and with the cash.
In brief, this is our proposition: We
you, without any cost to yourself,
a sample of our folding bath (fully
folded) in the enclosed folder, which
we will send to you at \$12.00 our
regular price. This bath will retail
\$20. You make \$4 on every one

We do not ask you to pay for this
until you have sold it. We trust
absolutely.

We really put you in business for
and provide you with the capital
stock. All we ask you to provide is
time.

We will give you business cards with
name neatly printed thereon, and
a supply of printed matter like the
bath, which will also bear your name
address as our exclusive district

Any inquiries which come from our
advertising appropriation in
territory will be turned over for
to us. In other words, no
one will buy Alabama Folding Bath
through you.

This agency is valuable. If you
it, telegraph your acceptance.
not let some one else get ahead of

Several of our men make \$10,000 a
year selling our baths.

rom what our investigator has said
you believe he will prove a
in this business.

and your telegram now. Opportunity
knocking at your door! This is a
of a lifetime! Will you grasp it?
ever forget a lost opportunity?"

That letter made me think. It cer-
tainly looked pretty good to me. I was
puzzled, however, about what
I would have, because the letter
was mailed to me at my old Boston

decided to go cautiously, and as I
an appointment with Rosie, I de-
to talk it over with her. She's a
good scout, is Rosie, and she has
had screwed on tight.

advice was not to throw up my
but write him I would take their
advice and wait on it nights till I saw
what was good.

When I asked her if I ought not to
ograph instead of write, as they might
another agent, she laughed and
said:

"Don't you worry about that. My kid
worked with that kind of con-
before. They always throw the
out when they put it over on
that's all."

Well, I followed Rosie's advice and
them as she suggested today.
I think! I only have to sell three
a week and I'd make more money
I am doing now pulling my insides
for Minton.

the thing how they spotted me out.

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Business Questions Answered
It is necessary for me to get a license to
such a business. I have a few formulas
very good and I was going to make
up and sell them, but the first one of my
is for a good Florida water and
or grain alcohol. Can I get a
license? And can you tell
I have to word my labels in a certain
way? Some persons told me that there is
such compete route to it. Is there?

C. L.
some requirements vary in different
At your city you can get
such information, and an answer to
questions as to grain alcohol and
wording of labels.

to one of the wholesale druggists
manufacturers in or near your city
such words as good, they may
to tell it. In fact, unless you have
time, it may perhaps pay best to
then handle the sales for you.

run such a business, it requires several thousands of
the probability is that the firm
may have to run at a loss for
overhead expenses, and the adver-
tising would probably eat up
than the profit you would make.

(CONTINUED TOMORROW)

**BODY TO HANDLE
INBOUND FREIGHT BAN**

Effective Wednesday Will Be
Administered by Domestic
Traffic Division

administration of the general embargo
coming freight, effective here next
will be handled by a newly
domestic division of the
traffic committee for the North
ports.

general headquarters will be in
and the Philadelphia branch
have offices in room 341, Broad
Station.

new regulations, which have also
for Baltimore, are designed
on congression, thereby speeding
movement of troops and munitions
and utilizing railroads to the
advantage.

regulations govern carload domes-
tically in all points in the country
and ocean.

embargo will carry some
among which are perishable
the coal, Government freight
for the railroads and certain
All other traffic will be
upon special permits cov-
individual shipment. The
regulations will be issued before the freight will

to go forward.

present intention of the
is to make the em-
tive until the close of the war.

Mr. H. C. Gossen, Wounded
May 8.—Captain

May 8.—Captain

May 8.—Jacob

May 8.—Jacob

May 8.—Jacob

Two Men Hurt by Automobiles

BLOOMSBURG, Pa., May 10.—Struck and run over last night by touring car of Peter Ziegler, of Light street, Firman Krosner, of Bloomsburg, who stepped directly in front of the car, was probably killed. About the same time John Jacoby, of Mordantville, stepped in front of the car of Harry Taylor and suffered a dislocated knee and other injuries.

PARCEL POST**PAWN SHOP AT 904 VINE**

Loans \$100 for \$10
Bring your diamonds, watches and jewelry to the largest pawnshop in the world

**Walter's Pawnshop, 904 Vine
BONDED TO THE CITY**

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Both Sexes

Shorthand System in 30 Days

Special summer rates of \$30 to those en-
rolling this month. Teaching exclusively

the Famous Universal Book Shorthand System

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Entrance 16th St. Phone Licent 1862

SHORTHAND AND BOOKKEEPING

Green Shorthand the easy, speedy system.

Business Courses. Day or Evening Schools.

Teaching exclusively

Relatives and friends invited to funeral services. Sat., 2 p. m., home of John C. Kimball & Son, 11th & Christian, Int. Auto Garage. Relatives and friends invited to funeral services. Sun., 2 p. m., parlor of George A. Heuer, 714 N. 3d St., Int. Cedar Hill Cem.

BLACKBURN—May 7. NANCY, wife of

friends invited to funeral services. Sat., 2 p. m., N. 4th St., Int. Greenwood

BLODGETT—May 7. GEORGE D., hus-
band of friends invited to funeral services. Sat., 2 p. m., 301 Stetson St., Int. Auto

Relatives and friends invited to funeral services. Sat., 2 p. m., 110 N. 3d St., Int. Cedar Hill Cem.

BOSER—Suddenly, May 7. JOSEPH,

husband of friends invited to funeral services. Sat., 2 p. m., 201 St. Paul St., Int. Cedar Hill Cem.

CHRISTENSEN—May 7. ELIZABETH

wife of James P. Christensen, aged 49.

Relatives and friends invited to funeral services. Sat., 2 p. m., 63 N. Marshall

Int. Second Com. Friends may view

Mon., 9 a. m., 1519 Church St., Int. Holy Sepulchre Cem. Auto services.

CROMPTON—May 7. DANIEL E., hus-
band of Sarah Boyd. Further notice will be given.

DAVISON—Rev. T. WILLIAM DAVIDSON

Son of Rev. 222 Spruce St., Phila. Due

notice will be given.

HOTEL BRIGHTON

Open June 20 for 35th year

under consecutive management. The

place of the real seashore life, cool

homely" easy and comfortable.

R. R. SOOY.

LAKWOOD, N. J.

LAUREL HOUSE

Lakewood, N. J.

An ideal spring resort. Golf,

tennis, motoring, riding, driving,

New Jersey State Trap Shoot-
ing Tournament May 16,

17, 18.

Telephone 430 Lakewood

A. J. Murphy, Mgr.

C. V. Murphy, Asst. Mgr.

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one of its class.

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Phil and Reading R. R. Through Pull-
men from New York and Philadelphia.

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SUNSET HALL Open all the year.

Cheerful home com-
forts, crisp dry air, beautiful view, for
resting, reading, writing, working.

Not a sanatorium. Write Geo. S. Gau-
lant, Wernersville, Pa., or Ledger Central.

YORK HARBOR, ME.

Opened 1908 under present management

26 years. A modern hotel, well equipped

Near bathing beach and cliffs. For information address WM. W. VARRELL.

SWIMMING

ASHER'S, Cor. 22d and Walnut

6 lessons, 15, including adm., towels, etc.

2 Pools

3 Parties, Tues., Thurs. & Sat. Ev.

STEAMSHIP NOTICES

Merchants & Miners

TRANS. CO.

Philadelphia to Savannah and Jacksonville, Fla., and return to New York.

Philadelphia to Boston, for New England

points, two sailings weekly. Passenger or freight, consult Agent. Pier 18, Foot Pier Street.

Telephone, Lombard 1000

Deaths

Anderson, Annie M.

Koenig, Henry C.

Becker, Theodore

Bell, John

Blackburn, Nancy

Bridgett, George D.

Brown, Charles F.

Brown, David

Brown, William G.

Buckley, Patrick

Buster, Edward P.

Comly, Ethel

Craig, Anna P.

Craig, Charles E.

Craig, Ethel

Craig, Ethel

Craig, Ethel

Craig, Ethel

Craig, Ethel

C